



Business Programs Summary

We offer solutions for Xcel Energy electric and natural gas business customers through our suite of energy-efficient and energy management products that will help you increase your company’s energy efficiency, reduce operating costs and improve your bottom line. We’ll put our energy expertise to work for you.

This program summary provides a quick reference of the Xcel Energy rebate programs available to Colorado business customers. Programs are listed in one of two categories:

- **Custom projects, studies and audit-based incentives** provides you with an understanding of how your facility or unique systems use energy and identifies rebate opportunities. Programs range from free online energy assessments to on-site energy audits and in-depth, segment specific engineering studies. In most cases, Xcel Energy covers up to 75% of cost of the study. Custom rebate programs are available for energy-saving equipment purchases that aren’t covered under our Prescriptive programs listed below. **Preapproval is required.**

- **Prescriptive rebate programs** offer a set rebate amount and are based on defined equipment and efficiency qualifications as listed on each program(s) application. **Preapproval is not required.**

Financing options for commercial energy efficiency projects are available. For more information visit xcelenergy.com/BusinessEfficiencyFinancingCO.

For more information about our rebate programs, please contact your account manager or our Business Solutions Center at **855.839.8862**, or energyefficiency@xcelenergy.com. Be sure to take a look at the program application for qualifying options.

To access additional information online, visit xcelenergy.com/Business.

Fuel types:  Electric  Gas

Custom projects, studies and audit-based incentives — Preapproval REQUIRED

Program name and benefits	Description of eligibility	Rebate/incentive/or pricing	Fuel types
Business New Construction • Energy Design Assistance Comprehensive consultation, computer modeling and verification of measures for new buildings, additions and/or major renovations Help towards green building certification and early analysis is available for select projects.	Projects at or greater than 20,000 sq. ft. and in the early design stage are eligible to apply for Energy Design Assistance. The program requires a 15% minimum savings above the EDA baseline for the basic track, and 30% minimum savings for the enhanced track.	Design assistance for the basic track, and reimbursement for early design analysis and certification in the enhanced track. Plus construction incentives for energy efficiency strategies at \$450 per kW*, \$0.04 per kWh, and \$4 per Dth gas saved. Design Team reimbursement for time spent on EDA. <small>*Increased incentive for projects with Intro Meetings dated between 1/1/2017 and 12/31/2018</small>	 
Business New Construction • Energy Efficient Buildings Offers rebates for new construction, major renovations and additions to buildings	Intended for buildings between 5,000 and 50,000 sq. ft., although any size building over 5,000 sq. ft. may apply. Applicants can take advantage of the program anytime prior to equipment bidding stage, however, are encouraged to review the process and rebates before completion of construction documents. Projects require savings from a minimum of two building strategies.	Rebates vary depending on equipment purchased and installed. Xcel Energy will offer you the opportunity to review energy efficiency measures within the building and provide recommendations to help offset costs of additional efficiency measures.	 
Compressed Air Efficiency Lower your energy costs by increasing efficiency in your compressed air system. We help fund studies that pinpoint leaks or waste and identify recommendations, paybacks, rebate opportunities and estimated energy savings.	Study funding for system diagnosis is based on compressor size:		
	Less than 50 hp	No study funding available	
	50 hp – 99 hp	100% of study costs up to \$2,500*	
	100+ hp	75% of study costs up to \$15,000* <small>*Study funding requires that customers fix at least 50% of the air loss caused by the leaks identified in the study.</small>	
We also offer rebates for installing qualifying energy-saving equipment or making process changes that save energy.	Rebates for equipment upgrades or system improvements that result in lower energy use or higher production from your system.	Up to \$600 per kW saved for project implemented from a study Up to \$400 per kW for projects implemented without a study	

Custom projects, studies and audit-based incentives — Preapproval REQUIRED

Program name and benefits	Description of eligibility	Rebate/incentive/or pricing	Fuel types
Custom Efficiency Rebates for choosing energy efficiency measures that aren't covered under our prescriptive rebate programs	Projects that involve energy-saving measures that are not covered by our other energy efficiency programs, such as: <ul style="list-style-type: none"> Replacing/purchasing old, less efficient equipment with new, higher-efficiency equipment Improving efficiency of processes Refrigeration, Humidification, Controls, Custom Lighting, Compressed Air, Motors, Heating and Cooling 	Rebates up to \$400 per kW saved Natural gas rebate of \$4 per Dth (Xcel Energy business retail natural gas customer) Custom Efficiency rebates vary based on estimated energy savings. A preapproval letter will be issued to show the rebate amount.	
Data Center Efficiency Data center study funding plus rebates for implementing recommended energy-saving changes. The study will identify potential energy savings and: <ul style="list-style-type: none"> Help build a business case for project approval Detail how to run your data center at peak efficiency Identify energy savings, cost estimates and rebate amounts for recommended projects 	Studies can include a holistic or narrow (IT or facility only) analysis of data centers. All studies require preapproval for funding. Energy-saving projects for energy-efficient equipment replacement and system improvement measures specifically designed to address data center needs. All custom projects require preapproval.	Study funding: Xcel Energy will pay up to 75% of the cost of a data center study, not to exceed \$25,000. Implementation rebates: Xcel Energy will pay up to \$400/kW or \$0.04/kWh, whichever is higher for preapproved projects. Contact an Xcel Energy account manager for details.	
Data Center Design Assistance Comprehensive consultation, computer modeling and verification of measures for new data centers or additions/major renovations to existing data centers	The project size is at least one megawatt of IT load and is in the early design stage. The program requires a commitment to achieve 5% minimum savings above the baseline.	Rebates of \$400/kW and \$0.04/kWh saved	
Energy Analysis The Energy Analysis program is a first step to help businesses identify ways to save energy and reduce costs. Our energy audit options provide the flexibility to choose the level of detail you'll receive from your facility's energy audit.	Online Energy Assessment: Quickly uncover potential energy savings for your facility with an online energy assessment. This free online tool interviews you about your equipment and operating conditions to uncover areas where energy and cost savings opportunities may exist.	FREE online energy assessment: xcelenergy.com/EnergyAnalysis	
	Onsite Energy Audit: For more detailed cost and payback information prior to starting your efficiency upgrades, we offer on-site energy audits. Xcel Energy sends an energy advisor to your facility to conduct a comprehensive audit of the facility and its energy use. You will receive a detailed report including energy conservation opportunities with the associated payback, savings, cost and available rebates.	Customers pay a small fee per energy audit. Please see the application form for more information.	
	Engineering Assistance Study: An in-depth engineering assistance study focuses on a major energy conservation improvement and helps build the project's business case. This study provides guidance when you are seeking to replace or upgrade a major process or system.	Xcel Energy will pay up to 75% of the engineering assistance study cost, up to \$25,000; funding is based on the potential energy savings of the project and the cost of the study.	
Energy Information Systems Intended for large commercial and industrial business customers looking to enhance energy management capabilities through more visualization and analytics	EIS services will create three types of new savings measures: <ul style="list-style-type: none"> New system or process automation opportunities Low cost/no cost recommissioning opportunities Behavioral or operation opportunities 	Completion of phase 1 incentive up to 30% of EIS installation costs. Rebates up to \$600 per kW saved and \$4 per Dth (Xcel Energy natural gas customer) for custom projects identified	
Energy Management Systems Rebates for the purchase and installation of automated building controls	<ul style="list-style-type: none"> New energy management system (EMS) where none existed Adding functionality to an existing EMS 	Rebates up to \$600 per kW saved. Natural gas rebate of \$4 per Dth (Xcel Energy natural gas customer).	

Custom projects, studies and audit-based incentives — Preapproval REQUIRED

Program name and benefits	Description of eligibility	Rebate/incentive/or pricing	Fuel types
Lighting Efficiency • Advanced Lighting Controls Rebates for purchase and installation of advanced lighting controls system	New advanced lighting controls system where none existed before	Xcel Energy offers \$600/kW for lighting systems that are networked and controlled by a centralized system.	
Multifamily Buildings The Multifamily Buildings program is designed to engage multifamily building owners and operators in deploying efficiency measures to consume less energy.	Eligible property owners who have electric and natural gas service with Xcel Energy will earn an incentive in the form of no-cost direct-install measures or rebates for making approved electric and natural gas energy-saving improvements.	The Multifamily Buildings program offers three types of incentives: 1. Energy assessment to identify opportunities for improving building energy efficiency (free to customers that complete recommended direct-install measures) 2. Direct-installation of energy saving measures identified in the energy assessment. <ul style="list-style-type: none"> • High-efficiency LED lighting • Energy-efficient showerheads • Kitchen and bathroom faucet aerators • LED exit sign retrofits 3. Prescriptive or custom energy-efficiency improvements	 
Process Efficiency Available to our industrial and large commercial customers to identify system improvements and design a long-term energy management plan	Cumulation of projects at any of the customer's facilities that has the potential to yield 2 GWh of energy savings. Also available to small industrial customers. Must have annual energy usage of at least 2 GWh.	Customized support including: energy management assessment, whole facility and sub-system study funding, metering, technical support, rebates, bonuses and training.	
Recommissioning Improve the efficiency of existing building operations by identifying existing functional systems that can be "tuned up" to run as efficiently as possible through low- or no-cost improvements.	Study funding for buildings 50,000 sq. ft. and above Additional incentives for implementing Recommissioning measures	Study funding: Xcel Energy will pay up to 75% of the cost of a Recommissioning study, not to exceed \$25,000. Implementation rebates: Xcel Energy will pay up to \$400/kW or \$0.08/kWh, whichever is higher, and an additional \$4/Dth for our natural gas sales customers.	 
Self Direct Intended for our largest business customers, this program enables customers to self-manage energy efficiency measures at their facility. The customer is responsible for all of the design, engineering, measurement, verification and reporting work associated with the project.	Must have an aggregate peak load of 2 MW in any single month and an aggregated annual energy usage of 10 GWhs	Rebates based on actual project savings up to \$25/kW or \$0.10/kWh	
Small Building Tune-Up Assists small business customers to improve the efficiency of existing building operations. Through the Building Tune-Up audit, we identify functional systems that can be "tuned up" to run as efficiently as possible through low- or no-cost improvements.	Buildings between 5,000 and 50,000 sq. ft. of conditioned space can participate in the program. Xcel Energy sends an energy advisor to your facility to conduct a Building Tune-Up audit. You receive a detailed report identifying the potential energy savings of all low-cost/no-cost measures. Some measures are remedied during the audit so you'll realize immediate energy savings!	Customers pay a small fee per Building Tune-Up audit. Please see the application form for more information.	 

Prescriptive Rebate Programs — Preapproval NOT Required

Program name and benefits	Description of eligibility	Rebate/incentive/or pricing	Fuel types
Commercial Refrigeration Efficiency Offers business customers with self-contained refrigeration units, walk-in coolers or freezers, or reach-in refrigeration systems a FREE REFRIGERATION ENERGY ASSESSMENT designed to identify system improvements that can lower energy use and qualify for rebate incentives. <ul style="list-style-type: none"> • As part of the free assessment, you'll receive complimentary products and services that can provide immediate savings results • Receive substantial rebate incentives for installing additional, more advanced energy-saving measures 	Anti-sweat heater controls	\$60 per door	 
	Commercial dishwashers	\$125–\$250 per unit	
	Demand controlled ventilation	Rebates vary based on exhaust fan hp	
	Efficient fan motors for walk-in freezer or cooler	\$70 per motor	
	Efficient reach-in cases with doors	\$70 per linear foot	
	Efficient reach-in case doors	\$113 per door	
	ECM fan motors in reach-in cases	\$40 per motor	
	Evaporator fan speed controls	\$35 per motor	
	LED reach-in case lighting	\$45–55 per door	
	Night curtains for open coolers	\$20 per linear foot	
Retrofit of open multi-deck cooler cases with solid glass doors	\$50–\$75 per linear foot		
Compressed Air Efficiency We offer rebates for more efficient air compressors and components. After our rebates, it is very inexpensive to add no-loss air drains to a system. The drains purge fluids without wasting energy.	No-loss air drains	\$200	
	Compressors that add or restore capacity	\$1,000–\$4,000	
	Compressors that replace in-service compressors	\$4,000–\$7,000	
	New VFD hp reduction not exceeding 20 hp of reduction	\$4,000–\$7,000	
	Cycling dryers	\$1.50/CFM	
	Mist eliminators	\$3/CFM	
	Purge controls	\$1,000	
Computer Efficiency Provides cash rebates for replacing traditional desktop PCs with thin clients Provides cash rebates for commercial computers (PCs) that are controlled by remote powered management software	Thin clients are defined as including a small CPU, graphics coprocessor, RAM, and local storage like a solid-state hard drive, or simply flash memory, no operating system.	\$60 per thin client installed	
	Zero client computing is defined as no client-side processing or management; no CPU, no memory, no drivers, no software and no moving parts.	\$60 per zero client installed	
	Power management rebates are available for applications on desktop PCs that operate during a typical single shift operation and must prevent computer users from overriding the power management settings. The rebate does not apply to installations on laptops, tablets and other hardware such as virtual desktops, printers and monitors.	\$5 per PC controlled by power management software.	

Prescriptive Rebate Programs — Preapproval NOT Required					
Program name and benefits	Description of eligibility	Rebate/incentive/or pricing	Fuel types		
Cooling Efficiency Cash rebates for replacing or updating your cooling system using the latest cooling technology	Anti-sweat heater controls	\$60/Door			
	Chillers – centrifugal	\$15 per ton plus \$2/ton FLV + \$1.50/ton NPLV for incremental efficiency			
	Chillers – scroll or rotary screw	\$15 per ton plus \$2/ton FLV + \$1.50/ton IPLV for incremental efficiency			
	Direct evaporative pre-cooling for air-cooled condensers (DEPACC)	\$100 per ton of installed cooling, for units ≥ 120,000 BTUH			
	Ductless mini-split AC – data center	\$20 per ton plus \$1.00 for incremental efficiency			
	Ductless mini-split heat pump	\$50 per ton plus \$2.00 for incremental efficiency			
	ECM – Refrigerated display case (medium temp.)	\$40			
	ECM – Freezer display case (low temp.)	\$40			
	ECM – Walk-in refrigerator (medium temp.)	\$70			
	ECM – Walk-in freezer (low temp.)	\$70			
	VFDs on chillers	\$1.50/ton per IPLV for every 0.01 kW/ton below max			
Data Center Efficiency Cash rebates for replacing or updating data center operations using the latest technology	Plate and frame heat exchangers	Up to \$400/ton based on wet bulb onset temp			
	EC plug fans	Retrofit (of existing units): \$1,200 per fan (below floor or in-unit) New Installation (New units equipped with EC motor plug fan): \$700 per fan (below floor or in-unit)			
Heating Efficiency Cash rebates for new installation and upgrading natural gas heating systems. Only Xcel Energy retail natural gas customers are eligible. Plan A: Installation of a new boiler where there was no previous boiler in place, or the current boiler is no longer operational, or upgrade a functional hot water boiler. This includes: – Plan A-1: Hot water boiler ≥ 85% efficient (minimum efficiency) – Plan A-2: Hot water boiler ≥ 92% efficient (minimum efficiency)	Boiler system tune-ups	Prorated \$250 per million BTUH, per boiler every two years only.			
	Electronically commutated motor (ECM) for furnace fan	\$100 per motor			
	Furnace	\$80 for 92% AFUE; \$120 for 94% AFUE			
	Modular burner control ≥ 5:1 turndown	\$750 per million BTUH; \$2,000 maximum			
	Outdoor air reset controls	\$250 per million BTUH			
	Pipe insulation	\$2 to \$4 per linear foot per inch of pipe diameter. Defined based on average fluid temperature, minimum insulation thickness and pipe diameter			
	Plan A-1: Hot water boiler ≥ 85% efficient (minimum efficiency)	\$750 per million BTUH			
	Plan A-2: Hot water boiler ≥ 92% efficient (minimum efficiency)	\$3,500 per million BTUH			
	Stack dampers	\$250 per million BTUH			
	Steam trap replacements	25% of trap cost up to \$250 per trap; maximum \$10,000 per facility			
	Unit and infrared heaters	Non-condensing unit heater	83% efficient – \$50/100,000 BTUH		
		Condensing unit heater	>90% efficient – \$500/100,000 BTUH		
		Infrared heater	80% efficient – \$125/100,000 BTUH		
	Water heater >150,000 BTUH/≥ 92% efficient (minimum efficiency)	Prorated \$200 per 100,000 BTUH			

Prescriptive Rebate Programs — Preapproval NOT Required

Program name and benefits	Description of eligibility	Rebate/incentive/or pricing	Fuel types
Lighting Efficiency • New Construction Rebates for purchasing and installing energy-efficient lighting equipment in new construction facilities	Canopy lighting	25W to 60W – \$20 to \$25 per fixture	
	High-bay fluorescent T8s, T5HO and T8VHO with various total wattage per fixture	\$10 to \$20 per fixture	
	LED outdoor area lighting	45W to 550W – \$35 to \$90 per fixture	
	LED parking garage fixtures	25W to 83W – \$25 to \$35 per fixture	
	LED street lighting	55W to 209W – \$25 to \$75 per fixture *Please see rebate application for full eligibility requirements	
	LED wall pack fixtures	25W or less – \$15 per fixture; 25W to 60W – \$30 per fixture; Greater than 60W – \$50 per fixture	
	Light-emitting diode (LED) lamps and fixtures	This is now offered through our Business LED Instant Rebate program. To find a local distributor please visit businessledinstantrebate.com/Locator/Distributors .	
	Low wattage 4-foot fluorescent T8 lamps (28 Watts or less)	\$1 per 28W lamp; \$2 per 25W lamp	
Lighting Efficiency • Retrofit Rebates for purchasing and installing energy-efficient lighting equipment in an existing building retrofit	Downlight fixtures (Replacing incandescent and fluorescent systems)	10W to 25W – \$25 to \$35 per fixture 26W to 50W – \$35 to \$50 per fixture	
	Exterior LED canopy and soffit fixtures	25W to 60W – \$100 per fixture; Greater than 60W – \$125 per fixture	
	High-bay fluorescent fixture for T8, T5HO and T8HVO with various total wattage per fixture	\$35 to \$100 per fixture	
	LED or LEC exit signs	\$25	
	LED high/low bay fixtures	95W to 625W – \$40 to \$250 per fixture	
	LED outdoor area lighting	45W to 550W – \$100 to \$250 per fixture	
	LED parking garage fixtures	25W to 60W – \$135 per fixture 61W to 83W – \$150 per fixture	
	LED pin-base lamps	\$7/lamp	
	LED street lighting	55W to 209W – \$60 to \$100 per fixture	
	LED tubes	Type A, Type A/B, and Type C tube rebates – \$2 to \$18 per tube	
	LED wall pack fixtures	25W or less – \$35 per fixture; 25W to 60W – \$75 per fixture; Greater than 60W – \$100 per fixture	
	Light-emitting diode (LED) lamps and fixtures	This is now offered through our Business LED Instant Rebate program. To find a local distributor please visit businessledinstantrebate.com/Locator/Distributors .	
	Lighting Optimization	T8 to T8 – \$12 per fixture; T12 to T8 – \$10 to \$12 per fixture	
	Low-wattage 4-foot fluorescent T8 lamps (28 watts or less)	\$1 per 28W lamp or \$2 per 25W lamp in addition to the standard rebate	
	Luminaire – level lighting controls	Integral occupancy sensor – \$20 per fixture	
		Integral Photo Sensor – \$8 per fixture	
		Integral occupancy and photo sensor – \$28 per fixture *Please see rebate application for full eligibility requirements	
	Mogul screw base lamps	40W to 230W – \$40 to \$75 per fixture	
Occupancy sensors and photocells	\$15 to \$40 per fixture		

Prescriptive Rebate Programs — Preapproval NOT Required

Program name and benefits	Description of eligibility	Rebate/incentive/or pricing	Fuel types
<p>Small Business Lighting Includes a free lighting assessment plus lighting retrofit rebates for small to mid-sized business customers. Please call 877.287.2250 to verify eligibility and to schedule an assessment.</p>	The Small Business Lighting program offers rebates and special services for small and mid-sized business facilities that have peak demand of 400 kW or less. Small business customers under 100 kW also qualify for direct installations at the time of the assessment.	<p>FREE LIGHTING ASSESSMENT with cost-saving recommendations, plus rebates for implementing recommended lighting upgrades Start-to-finish oversight of your lighting upgrades Assistance with rebate paperwork and information on contractors Prescriptive rebates are identical to Lighting Efficiency retrofit rebates (see above).</p>	
<p>Motor & Drive Efficiency • Constant speed motor controllers</p>	Controllers that save energy while a motor is continuously operating	\$188 to \$3,000, depending on application	
<p>• Drives Prescriptive rebates are available for variable frequency or adjustable speed drives.</p>	For drives placed on 1 hp–200 hp sized motors that are used on fan or pump systems	Rebate varies by hp with a range of \$400 to \$10,500.	
<p>• Motors Prescriptive rebates are available for new motors that exceed energy efficiency standards.</p>	Motors with efficiencies that exceed energy efficiency standards by minimum amounts Examples may include “IE4” motors or motors of various other designs that meet minimum thresholds.	Rebate varies by motor type, hp and whether the motor is for new capacity or early retirement of a working motor. Range of \$25 to \$5,500	

